



## Starting your own local chapter Executive Summary

*A one-page overview of what starting a local chapter looks like.\**

A local chapter works to:

- Gather marketplace Christians who influence their workplace and integrate their faith
- Show marketplace multipliers they aren't in this alone
- Help increase intentionality in the workplace

**STEP 1** - Register Your Chapter at MarketplaceMultipliers.com.

**STEP 2** - Make a List of mentors, church leaders, community leaders, neighbors, family, colleagues, and other leaders to invite.

**STEP 3** - Pray over your names.

**STEP 4** - Partner with someone who can help you lead.

**STEP 5** - Plan how your local chapter meetings will work (location, logistics, refreshments, seating, discussion, content, and name of the local chapter).

**STEP 6** - Schedule your meetings.

**STEP 7** - Contact your list with the details to make an invitation.

**STEP 8** - Start with your first meeting and take note of what works well and what you can do better next time.

**STEP 9** - Practice by getting better from week to week. Make little adjustments to how things go in order to improve meetings.

**STEP 10** - Be Faithful and Fruitful by encouraging those on your list -- whether they come to the chapter meetings or not.

The fruit you are seeking from the seeds you plant may not come right away. It may take some time, but in being faithful over time God will give you the fruit he intends for you to harvest. You might plant seeds, others might water them, and still others may harvest them -- but know that God is the one who makes it grow. Trust God for that fruit. Enjoy the faithful and fruitful journey in God!

**\*See following appendix 1b for a full description of each of these steps if needed.**

## Starting your own local chapter

A local chapter is a gathering of marketplace Christians who influence their workplace and integrate their faith by making disciples and unleashing the kingdom of God wherever they are. Your chapter will work to connect these people together and equip them to do this to the best of their ability. Your local chapter will help each marketplace multiplier know they aren't in this alone and help them increase their intentionality in their workplace.

At the end of this appendix, you will understand the steps and factors for launching a local chapter of marketplace multipliers you know and actually start a meeting with those people.

### STEP 1 - Register Your Chapter

Go to [MarketplaceMultipliers.com](http://MarketplaceMultipliers.com) and register your intent to start a chapter. This will connect you to useful tools, stories from other chapters, and inspiring ideas you can implement in your context. You don't need to know everything about your chapter to register it. You just need to share some core information about yourself to do so.

### STEP 2 - Make a List

Who would be the best people to invite into your local chapter? Below is a space to write their names. To get you started, think of friends of yours:

\_\_\_ MENTORS - Marketplace leaders who have invested in you in the past.

\_\_\_ CHURCH LEADERS - Those on your church board or other leaders at your you know who also have a role in the marketplace.

\_\_\_ COMMUNITY LEADERS – Those who are known in your community and already have influence who are also Christians

\_\_\_ NEIGHBORS - Christians you live near or interact with in your immediate community.

\_\_\_ FAMILY - those you are related to that have these instincts to integrate their faith at work and influence people for Christ (including immediate family members).

\_\_\_ COLLEAGUES - those at your workplace who are Christians and might help you start this.

\_\_\_ LEADERS - those who could help you lead (see “partner” below.)

Make a list of those people you might invite here:

### **STEP 3 - Pray**

The first thing to do with your list is to pray over your names. Pray that God would move in the hearts of those you are taking the initiative to talk to and invite into starting this local chapter with you.

*THANK* - Be grateful to God for each of the people on your list. Thank God for the opportunity to participate with his activity in the world.

*ASK* - Make requests of God for the lives of those on your list. Ask God to give you wisdom as you start a local marketplace multiplier chapter.

*PRAISE* - As opportunities arise to connect with those on your list give God praise. Praise God for the love and truth he has shown you.

Write out a short 2-3 sentence prayer for wisdom in starting your local chapter:

### **STEP 4 - Partner**

It may be helpful to find someone to partner with you in starting this local chapter. By not “going it alone” and sharing the facilitation duties, it can lessen the weight on your shoulders. It can also help you be consistent to meet regularly even if you happen to be out of town at a scheduled meeting time. If you have a partner, they can lead without you there.

Write down names of people who you might meet with to discuss your dreams for marketplace influence and ask if they might partner with you in leading it:

## **STEP 5 - Plan**

Think through how your local chapter meetings will work. Where will you meet? What size might be the smallest showing up and what might be the largest? Will you serve refreshments? Tea and coffee? Will you ask anyone to bring anything? How will you guide the discussion? Do you have a name for your group (you don't need to call it "Marketplace Multipliers," you could call it whatever you like).

*Elements to potentially include:*

### **Inspiration**

- Opening prayer (this could be a role for your pastor to play in blessing the meeting and letting people know she or he is supportive of this work).
- Planned Stories (when you hear of someone that has had a breakthrough or key moment at work, invite them to prepare to share it for 3-5 minutes).
- Hot-seat prayer (when someone shares a particular struggle or request, right then and there put them in a chair in the middle of the room and pray over them as a group).
- Prepared Talk (invite a well-known person to speak to your group for 10-30 minutes).

### **Information**

- Distribute handouts (provide something of more detail for people to digest and read when they head home or go to work).
- Read a book together (walk through a chapter a month or some other format).
- Watch a video (find a resource that would go deeper into some subject brought up at a prior meeting).

### **Interaction**

- Introductions and updates (go around the room to hear where each person works and how they are integrating their faith and work and influencing others for Christ).
- Break into smaller discussion groups (usually pairing up or even having 3-5 in a discussion enables more interaction than anything over 10 in a group if yours is larger).
- Break into smaller prayer groups (people are more willing to share prayer requests and pray in front of others if paired up).

### **Invitation**

- Ask all present to commit to some action by the next meeting (this ensures that the meetings are not just social but action-oriented and committed to results).
- Invite people to start their own small meeting in their workplace to make disciples and multiply the kingdom there.
- Remind them of future meeting plans and ask them to not only be there but to invite others to participate that fit the makeup of your group.

## **STEP 6 - Schedule**

Figure out what day or night of a typical week works best for you to schedule your meetings.

What's the best time not just for you -- but for the people you want to include in this? Once this is scheduled, clear that in your calendar for several months. It is also important to find a starting date to launch with your first meeting. Be sure to get your partner or others you are inviting that are closest to you to commit to this date first.

### **STEP 7 - Contact**

It's time to reach out to your list with the details. Send texts and emails -- preferably one-on-one, not groups, and make the invite. Some you may want to meet with face-to-face and others you could call. The key is to make this a personal invitation, not a general "y'all come" on social media. Give each person the specific start and end times, address, and a sense of what the gathering will feel like. Be low-key with this invitation -- it is not a huge deal and high pressure -- it's just an invitation to gather with you for the purpose you indicate.

Part of this contact should "start where they are at." What is it that will connect them to your gathering? It could be many things:

- *Community* - Some are just looking for friendships and connection with others. They may feel lonely in the task of integrating their faith and work.
- *Curiosity* - Some would like to learn more about this subject.
- *Depth* - Some might already have made this a way of life and want to go deeper into it instead of just listening to others talk about it.
- *Questions* - Some might have specific questions they need to share with others. ●
- *Problems* - Some have problems unique to their kind of working environment and they would like solutions to those problems.

### **STEP 8 - Start**

Hold your first meeting and take note of what works well and what you can do better next time. The good thing is that this small meeting is not a big deal and not everything rides on it. If the starting gathering isn't all that great -- it's not the end of the world . . . you've got the next meeting scheduled!

This is another reason not to delay starting too long. It's better to just start and get going rather than wait. There is not a lot of risk to this kind of launch, so better to just dive in and figure it out along the way.

### **STEP 9 - Practice**

Practice makes perfect. Well, you're not quite aiming for perfect in your gatherings, but you do want it to get better from week to week. After each meeting, reflect on how your gatherings go and what you might like to do differently the next meeting. Nothing teaches like experience -- and your context is different than that of others. Make little adjustments to how things go in order to improve from week to week.

## **STEP 10 - Faithful & Fruitful**

Your biggest job, as a local chapter leader, is to be a faithful friend and intentional encouragement to those on your list -- whether they come to the chapter meetings or not.

Keep growing your list over time of those who could be a marketplace multiplier if they were intentional about it. If you are a good friend, over time some will respond to your invitation to join the chapter.

It will be key to just consistently meet and be a transforming presence in your community as marketplace multipliers. There is something noble and trustworthy about being consistent in the lives of those on your list.